

Executive Guide

BUILDING YOUR FUTURE

A Guide to Modernizing for the AI Era

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01

When Legacy Systems Hold Innovation Hostage

AI is redefining how we work. What once took months might now happen in minutes. Data moves faster, insights come sooner, and competitors that harness that speed are setting a pace that others struggle to match.

The pressure to keep up is intense. Executives see the potential of agentic AI, automation, data-driven intelligence, and other innovative technologies. But they also realize that unlocking that potential depends on one crucial factor: A modern, adaptable IT infrastructure.

Today's legacy infrastructure was built for a slower, more predictable business pace. Rigid architectures, siloed systems, and costly maintenance make it hard to innovate at the speed the market demands. Each new initiative, whether it's AI, analytics or digital services, adds strain to an environment and IT team that are already stretched thin.

Consequently, infrastructure modernization has become a business imperative. Organizations that act now will define the next decade of innovation, while those that hesitate risk being left behind.

02

Defining Modernization: Run Anything, Anywhere

Modernization doesn't have to mean starting from scratch. At its core, it's about having the freedom and flexibility to run any application on any infrastructure, anywhere your business needs it to be.

A modern foundation unifies on-premises, public cloud and edge environments into a single management fabric that helps to reduce administrative complexity, keep costs more predictable and promote consistent performance.

This "run anywhere" mindset gives IT teams control and executives confidence. It lets you modernize at your own pace, so you can adapt legacy applications to today's business realities while laying the groundwork for tomorrow's technologies.

It also reduces one of the biggest modernization pain points, which is risk. When your infrastructure is open and adaptable, it's possible to make strategic moves—migrate legacy VMs and containerized workloads, scale new services, and expand into new markets—with less struggle and disruption.



The key for us was flexibility: Something that would run on the structure we had, grow with us and play nice with our other enterprise partners.”

Kraig Hufstedler
Team Leader of Platform-as-a-Service,
Edward Jones

03

Bridging the Gap Between AI Vision and AI Reality

If modernization is the way organizations are evolving, AI is a major catalyst in why they must. Few technologies have created as much urgency around infrastructure modernization—or as much opportunity—as AI.

But there's a big difference between being AI-ready and implementing it effectively to gain maximum value. While some organizations focus their AI initiatives on building models, building the environment that supports them is just as important.

AI workloads are data-hungry, compute-intensive and highly dynamic. They depend on seamless access to data across hybrid environments and the ability to scale resources up or down on demand. When infrastructure is siloed or outdated, these workloads become costly, inflexible and inefficient.

Modern infrastructure, on the other hand, turns those challenges into advantages. By unifying on-premises, cloud and edge environments into a single operational fabric, you can run AI workloads alongside traditional ones—securely, efficiently and at scale.

To make that possible, you need an architecture that spans every environment in which your data and applications live. That's where the hybrid multicloud model comes in.

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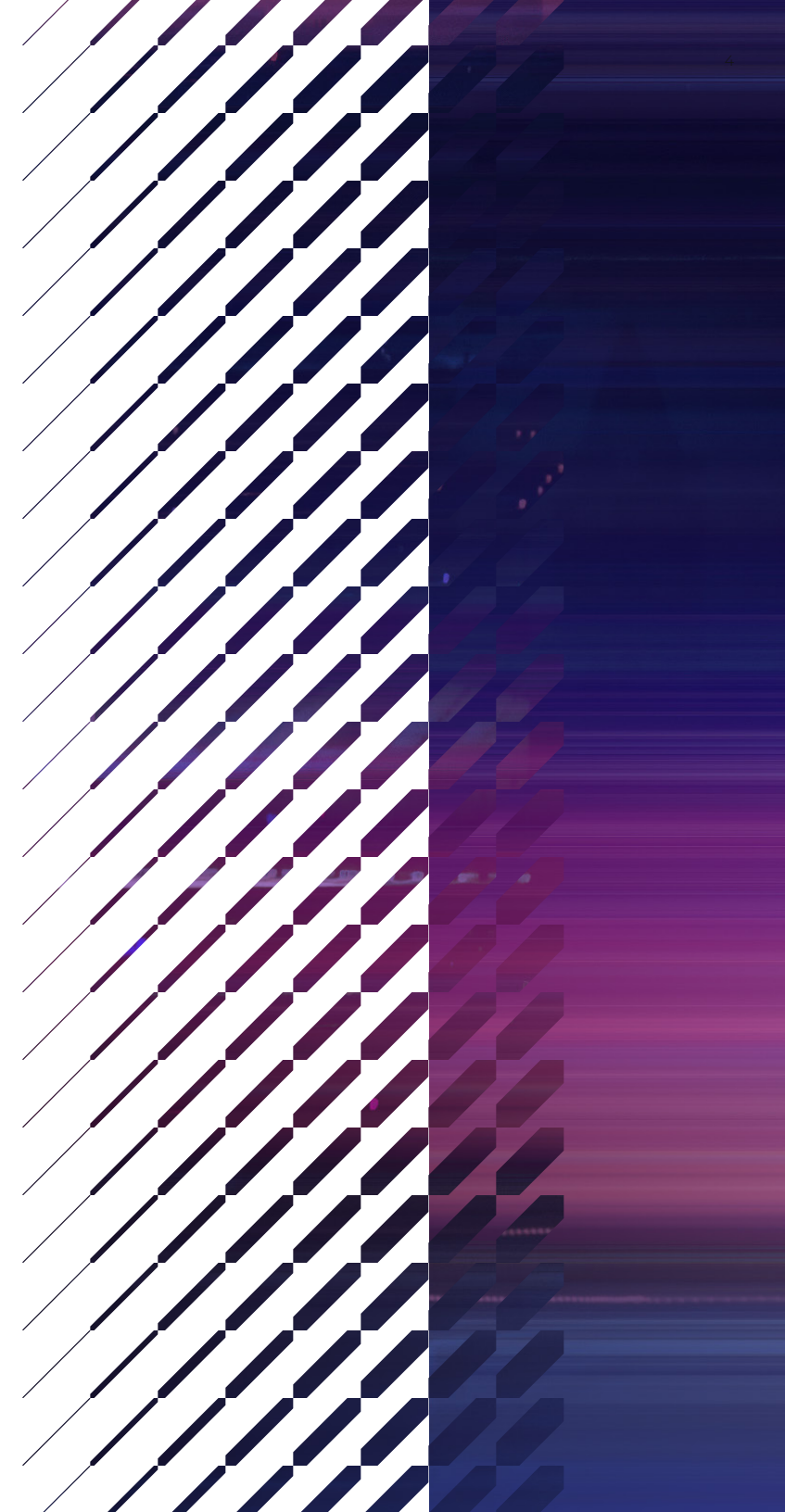
Hybrid Multicloud is the Foundation that Grows with You

If modernization is the goal and AI is a major driver, hybrid multicloud is how to make it a reality. No single environment, whether public cloud, private cloud, on-premises, or the edge, can meet every business need.

A hybrid multicloud approach gives you the flexibility to place each workload where it performs best, with consistent security and management everywhere. You can scale elastically in the cloud, keep sensitive data on-premises for compliance, and analyze data at the edge for instant decision-making.

This model is especially critical as AI adoption grows. Training models in the cloud and deploying them at the edge demands a unified platform that connects it all. Hybrid multicloud makes that possible, while keeping you in control of cost, governance and data sovereignty.

Just as important, it protects your freedom to choose. You're never locked into one vendor, one location, or one technology. That independence is the ultimate safeguard for innovation.



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The Trust Gap in a Shifting IT Landscape

AI is redefining how we work. What once took months might now happen in minutes. Data moves faster, insights come sooner, and competitors that harness that speed are setting a pace that others struggle to match.

As business organizations move toward hybrid multicloud strategies for flexibility and control, a new challenge has emerged, and that's trust.

The technology landscape itself is in constant flux, and uncertainty grows as long-standing vendors' models and priorities change.

Nowhere is this more evident than in the legacy virtualization landscape, where shifts in ownership, licensing and product support have redefined long-standing industry expectations.

Businesses that once relied on predictable roadmaps and stable contracts suddenly face rising costs, shortened support timelines, and unclear innovation paths.

These shifts have caused a loss of confidence. When you can't anticipate how your vendor will price, license or support critical platforms, long-term planning becomes impossible. CIOs and CFOs are forced into short-term decisions when what they really need is long-term clarity.

Many business organizations are now at a crossroads. Do they continue investing in a model that breeds uncertainty or move toward a technology partner that values transparency, predictability and trust?

A trusted partner provides more than technology—it provides a transparent, predictable and proactive business partnership. No hidden agendas, no surprise costs and no lock-in that limits your choices. It's about giving customers control over their infrastructure and confidence in their future.

The right partner can also help you build and deploy efficient, modern infrastructure that lets you run applications and data anywhere—on-premises, cloud and edge—while supporting emerging business-critical technologies.

06

The Modernization Payoff

Modernization delivers measurable impact across the business. Its potential can dramatically simplify IT management and strengthen performance while enhancing the way business leaders plan, invest and keep their organizations competitive.

Accelerated Innovation and Time to Value

New products, digital services and AI initiatives can move from concept to deployment in weeks instead of months, and keep the business ahead of market shifts.

Greater Financial Efficiency and Predictability

Unified operations reduce complexity, eliminate wasteful licensing and overhead, and make costs more transparent and controllable.

Improved Resilience and Risk Management

Automated recovery, integrated security, and consistent governance across environments safeguard uptime, compliance and reputation.

Smarter, Data-Driven Decisions

Modern infrastructure helps turn operational data into strategic business intelligence to fuel faster insights and stronger competitive positioning.

Stronger Organizational Agility

With flexible infrastructure and empowered teams, you can pivot quickly to capture new opportunities without disruption.

Perhaps the most critical benefit of modernization is a sense of confidence that your business can scale, adapt and lead in an unpredictable world.

07

Building Your Future on Your Own Terms

Organizations that will lead in the next decade are those that modernize today. They're demanding flexibility, rethinking operations for simplicity, and rebuilding trust in the technology partners they can depend on for the long haul.

Modernization isn't about starting over. It's simply building a foundation that can support whatever comes next.

The emergence of GenAI and agentic AI have made the need more urgent, demanding faster data access, scalable compute and unified management across all environments.

Hybrid multicloud turns that vision into reality, giving organizations the freedom to run workloads wherever they perform best—securely, efficiently and on their own terms.

The future belongs to those who can adapt. It's crucial to partner with trusted vendors who can help you build your foundation today—one that's simple to use and manage, flexible enough to scale with business demands, and resilient enough to power the next generation of business innovation.

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